

JOB DESCRIPTION



Job Title	Partnership Development Manager
Job Location	Home-based with regular attendance at Agility Group offices in Sutton or Aylesbury and travel across Britain as required
Remuneration	£30-35K Negotiable depending on experience
Hours	37.5 hours per week - 23 days annual leave. Permanent contract.
Purpose Statement	<p>AgilityEco is a fast growing business that has established a leading position in the financing and delivery of energy efficiency programmes and energy sector consultancy services. Our clients include many of the major energy companies, network operators, local authorities, housing associations, and industry supply chain partners.</p> <p>To help the development of these programmes we need extra capacity to build new relationships, secure funding, and develop projects – particularly with partners in the gas, electricity and water distribution networks and other organisations working to support low income and vulnerable households. Work within this area will be dynamic and fast-paced owing to the agile nature of the business and the rapidly changing policy landscape around energy efficiency, fuel poverty and support for vulnerable households.</p> <p>At AgilityEco we offer our team members the opportunity to work on interesting and challenging projects. We place the utmost importance on the skills and expertise of our team and actively encourage practical training in-house as well as external training to help you develop in your role. This role offers a great opportunity for an enthusiastic and motivated individual who wants to work in an exciting and dynamic environment in a growing, successful business.</p>
Accountabilities	<p>The focus of the role will be to:</p> <ul style="list-style-type: none"> • Develop positive relationships with a wide variety of stakeholders in the public, private and community sectors, identifying ways to work together on new projects and generate additional revenue • Work with the Business Development team to respond to formal tenders and bid opportunities. Should AgilityEco be successful then provide further assistance with contracts, processes, and reporting arrangements • Support the delivery of our existing programmes across the country by promoting them to organisations and individuals through a variety of channels as required and taking responsibility for the generation of high-quality customer leads • Undertake research and networking as required – especially within the area of water, gas, and electricity utilities – to provide colleagues with up to date information and to identify opportunities and threats • Undertake other reasonable duties commensurate with the post, which may be allocated from time to time. All employees are responsible for their own health and safety and must adhere to the company’s HSE guidelines.

Dimensions of Role	This role sits within AgilityEco's Policy & Partnerships Team reporting directly to the Head of Policy and Partnerships, but also with strong links to other members of the Senior Leadership Team. The job holder will not have direct reports.
Working Relationships	The role will involve a close working relationship with the AgilityEco team, our sister company, Bierce, and other external project partners.
Skills, Knowledge and Expertise	
Knowledge and Qualifications	<ul style="list-style-type: none"> • In-depth understanding of fuel poverty and domestic energy efficiency • Comprehensive awareness of the issues facing low income and vulnerable households in Britain and how to effectively engage and support them • Knowledge of domestic customer management and related priorities in the utilities sector (including water, gas, and electricity networks)
Desirable Skills and Experience	<ul style="list-style-type: none"> • Exceptional interpersonal skills and ability to confidently negotiate and manage relationships with a large number of stakeholders at all levels • Commercial acumen, with the ability to spot new opportunities for profitable initiatives with new and existing partners • Strong organisational skills to manage multiple projects and events, and to track and report progress against milestones to internal and external stakeholders • Confident in the use of multiple communications channels including social media • Analytical skills including the use of spreadsheets • Ability to travel widely as necessary
Person Specification	<ul style="list-style-type: none"> • Self-motivated and proactive • Able to prioritise and flexibly manage own time • Comfortable working under pressure and to tight deadlines • Confident to speak openly and provide honest feedback • Keen to develop fresh ideas and solve problems • Team focus with a desire to be involved with activities across the whole organisation